

Message Text

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PAGE 01 BONN 10759 281546Z
ACTION EUR-12

INFO OCT-01 ISO-00 EB-07 /020 W
-----112775 281708Z /42

R 281533Z JUN 77
FM AMEMBASSY BONN
TO USDOC WASHDC
INFO SECSTATE WASHDC 9391
USMISSION USBERLIN
AMCONSUL DUSSELDORF
AMCONSUL FRANKFURT
AMCONSUL HAMBURG
AMCONSUL MUNICH

UNCLAS BONN 10759

E.O. 11652: N/A
TAGS: BEXP, GW
SUBJECT: ADS REQUEST - HEAT ENGINEERING & SUPPLY CO.,
EL MONTE, CA.

THE FOLLOWING FIRMS WERE CONTACTED INDIVIDUALLY BY THE
FOREIGN SERVICE POSTS AND HAVE EXPRESSED THEIR INTEREST:

BERLINER FEUERUNGSDIENST
BERLINER STRASSE 142
D-1000 BERLIN 28, GERMANY
CONTACT: HERR GUENTHLER LAHL, OWNER
PHONE: (030) 404-81-82
COMMENT: COMPANY, MAJOR BERLIN HEATING FACILITIES
DISTRIBUTOR, WOULD WELCOME DIRECT CONTACTS WITH SUBJECT
FIRM. BERLINER FEUERUNGSDIENST IS CONSIDERED VERY
RELIABLE AND COMPETENT FIRM. BANK REF.: BANK FUER
GEMEINWIRTSCHAFT AG, AM SCHILLERTHEATER 2,
D-1000 BERLIN 12, GERMANY.

WILL AND HAHNENSTEIN GMBH
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POSTFACH 100723
D-5900 SIEGEN
CONTACT: HERR ULRICH HAHNENSTEIN
COMMENT: FIRMS CONTACTED INDICATE FRG IS GOOD MARKET
FOR PRODUCTS CONCERNED BUT COMPETITION IS VERY KEEN.
IMPORTED US PRODUCTS SHOULD BE REASONABLY PRICED WITH
SOME TECHNOLOGICAL EDGE. ABOVE FIRM IS PARTICULARLY

INTERESTED IN PROPOSAL AND APPEARS TO BE QUITE
SUITABLE SINCE IT ALREADY HAS SEVERAL SALES REPRESENTATIVES IN GERMANY AND THE NETHERLANDS.

CHEMICAL INDUSTRY CONTRACTORS GMBH & CO. KG
GELEITSTRASSE 14
D-6000 FRANKFURT/MAIN
CONTACT: DR. J. HEINRICHS
PHONE: 0611-610391
COMMENT: DR. HEINRICHS INTENDED TO VISIT THE US
COMPANY DURING HIS BUSINESS TRIP TO THE US, END
OF MAY/EARLY JUNE.

WALTER BURRMEISTER
SEEVESTR. 25
D-2116 HANSTEDT WEIHE 3
PHONE: 4187-6268
COMMENT: FIRM WAS FOUNDED IN 1973. AGENT FOR AIR
CONDITIONING SYSTEMS.

FA. INTERTHERM - ELEKTROGERAETE GMBH
HEIZSYSTEME
OSTPREUSSENSTRASSE 89
D-8000 MUENCHEN 81
CONTACT: HERR WOLFGANG BUSCH, OWNER AND MANAGER
PHONE: 089/934047
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COMMENT: WOLFGANG BUSCH, AN ELECTRICAL ENGINEER BY
PROFESSION, FOUNDED THE SUBJECT COMPANY IN 1970. THE
FIRM WHOLESALES INDUSTRIAL FURNACES AND INDUSTRIAL
HEATING UNITS AS WELL AS CERAMIC PRODUCTS FOR THE
ELECTRICAL HEATING INDUSTRY. EMPLOYS ABOUT 45 PERSONS.
MR. BUSCH IS INTERESTED IN EXPANDING ITS SALES PROGRAM
BY ADDING US PRODUCTS. HE WANTS MORE TECHNICALLY
DETAILED INFORMATION. WOLFGANG BUSCH ENJOYS A GOOD
REPUTATION AS BUSINESSMAN.

APPROVING OFFICER: GUSTAF COONTZ, COMMERCIAL COUNSELOR
STOESSEL

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01-Jan-1994 12:00:00 am
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
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Sent Date: 28-Jun-1977 12:00:00 am
Decaption Date: 01-Jan-1960 12:00:00 am
Decaption Note:
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Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01-Jan-1960 12:00:00 am
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D770230-0998
Format: TEL
From: BONN
Handling Restrictions: n/a
Image Path:
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Legacy Key: link1977/newtext/t19770614/aaaaaloe.tel
Line Count: 106
Litigation Code IDs:
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Litigation History:
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Office: ACTION EUR
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: n/a
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
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Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 2019969
Secure: OPEN
Status: NATIVE
Subject: ADS REQUEST - HEAT ENGINEERING & SUPPLY CO., EL MONTE, CA. THE FOLLOWING FIRMS WERE CONTACTED INDIVIDUALLY B
TAGS: BEXP, GE
To: COM
Type: TE
vdkgvwkey: odbc://SAS/SAS.dbo.SAS_Docs/bf4bda75-c288-dd11-92da-001cc4696bcc
Review Markings:
Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
22 May 2009
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 22 May 2009